

Julie Chubet

Testimony on SB 27: An Act concerning the Connecticut Health Insurance Exchange Board of Directors.

Good afternoon

My name is Julie Chubet and I have been an independent licensed insurance broker for over 20 years. I am representing my fellow CTAHU members which represents over 400 independent licensed insurance brokers in CT. I am employed by Serra & DelVecchio Insurance Company and we have 4 locations in the state employing over 40 employees, half of them are in the Benefits Division. We have approximately 700 Group clients and over 7,000 families on the medical and Personal lines insurance.

I think it is important to have an independent licensed insurance broker on the Board of Directors for the Exchange. I do not believe it makes sense for a retired, non licensed broker to be appointed. We are in a business where laws, plans and even insurance carriers are changing and if you are not involved in the day to day activities in this business it is not going to be helpful to the board. Brokers are in the trenches every day to help our clients purchase medical benefits. As I'm sure you are aware buying medical insurance is not something individuals can do and understand by sitting in front of a computer and selecting a carrier and a plan. All carriers on the Exchange have different benefits to going with them and what carrier is right for one person might not be beneficial for another. Not to mention the number of different plan designs that are offered, same applies what is good for one person is not for another, we all have different health insurance needs.

As an independent insurance broker we do not work for one carrier but we represent all of the medical carriers in the State on and off the Insurance Exchange. We work for our clients and work to make sure they have the best coverage at the best price with the best carrier for them. We also continue to work with that client throughout the entire year should they have any claims issues, questions and educate them on how to best utilize their plan. We spend a lot of time educating them not to utilize the emergency room for non emergencies, how to find the lowest cost for their prescriptions, anything we can do to help them maximize their medical dollars.

Brokers currently represent 40% of the policies sold on the Exchange, to have a broker on the board and their beneficial feedback I believe will help to grow the Exchange. The Affordable Care Act does NOT prohibit insurance brokers from serving as members of the Health Exchange

Board, it only states they cannot constitute a majority of the board. In fact the State of Massachusetts has an active broker on their board.

As brokers we are very passionate about what we do, it is important to us that residents of this State have the best possible coverage at the best possible rate. We want to make sure they are enrolling in appropriate plans and are eligible for. It is an education process for consumers as well as board members that will help make the buying of benefits easier and more comprehensive. I think it is important to allow the Brokers to be part of the solution.

Thank you for your time.

Julie Chubet, CIC